

SOFTWARE SALES ASSOCIATE (CONTRACT)

A busy Gastown Vancouver association management company immediately requires a self-motivated individual with a successful track record in sales. The right candidate will be well-versed in seeking leads, developing professional relationships, creating proposals, closing sales and preparing contracts. This is a commission based contract position in software sales tailored to non-profit associations. Candidates with the following skills may forward their resumes to resume@ssulive.com.

Knowledge, skills and abilities may include but are not limited to:

- Comfortable with cold calling and building professional relationships with potential clients
- Technologically inclined with the ability to understand new software developments independently or with little supervision
- Strong written and verbal communication skills; French is an asset
- Experience writing professional and technical documentation
- Exceptional organization skills and attention to detail
- Ability to efficiently track and report on sales progress
- Well-versed in MS Office Suite 2010 (Word, Excel, & PowerPoint); experience using Adobe Creative Suite is considered an asset
- Sales related experience including successful proven track record; software sales experience preferred
- Ability to work well in situations of pressure while multi-tasking and prioritizing a busy workload
- Strict adherence to confidentiality

Job Description

The successful candidate will be responsible for leading and closing the sales of our association management software platform developed in-house. The candidate should possess a positive, professional attitude with a willingness to learn, a strong understanding of technology and be highly motivated by a commission based salary.

- Seeking potential leads based on target audience, as well as carrying out and tracking progress of cold calls
- Developing relationships with potential clients while listening to their needs and understanding how the software can drastically enhance their performance
- Responding to incoming queries related to the software
- Preparing and maintaining proposals for the sale of the software platform
- Assisting in identifying areas for improvement in marketing to the needs of the target audience
- Preparing contracts for closing sales including introducing the beginning stages of the development process to clients in order to facilitate an easy transition to the technical team and/or required staff members
- Attending team meetings as required